

Message Text

UNCLASSIFIED POSS DUPE

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TO AMEMBASSY BONN

INFO USMISSION NATO

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E.O. 11652: N/A

TAGS: BEXP, GW, NATO

SUBJ: CONSTRUCTION OF DEEP WATER DIVING CHAMBER

REF: BONN 13137

1. IT WOULD HAVE BEEN HELPFUL TO INDUSTRY IN DETERMINING WHETHER OR NOT IT COULD MEET REQUIREMENTS BEFORE INVESTING \$200 FOR BID PACKAGE, IF MORE TECHNICAL DETAILS WERE PROVIDED IN REFERENCED TELEGRAM. INsofar AS COMMERCE CONCERNED, THE INITIAL TRADE OPPORTUNITY LACKED SPECIFIC INSTRUCTIONS TO GUIDE POTENTIAL U.S. SUPPLIERS, LEADING TO NEEDLESS TELEGRAMS BETWEEN POST AND COMMERCE. COST OF SPECIFICATIONS, FOR INSTANCE, SHOULD HAVE BEEN INCLUDED IN TRADE OPPORTUNITY. IN ADDITION, NOTICE OF INTENT, AS IT PERTAINS TO COST AS WELL AS BID BOND, WAS UNCLEAR AND CONTRIBUTED TO CONFUSION.

2. TO ENSURE MAXIMUM U.S. PARTICIPATION IN FUTURE NATO PROCUREMENTS, EMBASSY REQUESTED PROVIDE ESSENTIAL DETAILS WELL IN ADVANCE TO ENABLE SUPPLIERS TO PREPARE AND TO SUBMIT A MEANINGFUL AND COMPLETE RESPONSE. RUSH

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